# UNLOCK THE DOOR TO SUCCESS!!

## Creative Thinking:

## New Paradigms For Peak Performance!

# DISCOVER HOW TO……

- Think of New, Creative, and Innovative Ways to Conduct Business that Lead to Extraordinary Results!
- Determine and Apply Opportunities for Reaching Your Clientele and Drawing Them Into Your Office and Utilizing Your Services

# Discover How To……..

- Reach Out and Establish New Partnerships, Programs, and Resources
- Break Down Barriers to Innovation
- Communicate Effectively to Help Establish Buy-In From All Levels of the Command

# Discover How To……

- Increase Your Ability to Influence and Persuade Others with Clear Thinking, Language, and Understanding.
- Allow Everyone to See WIFM (What's In It For Me) Concept
- Create a Collaborative Work Environment with Effective Results

# Most of Us Use Only 3% of Our Brain….

This leaves 97% capacity to expand our thoughts, ideas, information, and knowledge

# How Do You Reach Your Clientele?

- Are Your Proactive in Your Approaches or Do You Wait for Your Clients to Come to You?
- Do You Know the Ratio/Percentage of Potential Clients Who Are Using Your Services?
- Do You Have a Needs Assessment?

# Your Services Are Needed!!

- Relocation Assistance Program has the Capacity to Expand As Far As Your Imagination Will Allow!
- No Idea Is Silly If It Meets the Needs of Your Clients
- The Hardest Part of a Great Idea is Getting It Implemented

# Where Do Opportunities Come From?

- Opportunities are presented and passed by on a continual basis.

- Concept of “stepping out of the box”, “changing paradigms”, “seizing the moment” and “seeing what’s not there” that makes Opportunities become Realities

# Developing Partnerships

- “No Man Is an Island”
- T.E.A.M. = Together Everyone Achieves More
- Partnerships Do Not Mean You Have To Have Funding, Only Official/Unofficial Agreements To Come Together For A Common Cause/Mission

# BARRIERS…THEY ARE EVERYWHERE!!!!

- It Is Easier To See Barriers Than It Is Possibilities!
- Ask Yourself, What Would It Take To Establish A New Process, Partnership, Program, etc Based On The Needs Of Your Clients
- Achieving “Buy-In” Solidifies “Tie-In”

# ACHIEVING THE SAME MISSION!

- Ask Yourself, “What Is Your Mission?”, Ultimately What Is the Mission Of the Command?
- Do You Share The Mission?
- Collaborative Efforts Help Everyone Achieve Their Mission?
- What Is The Bottom Line?

# TAKE PRIDE!!

- You Fulfill An Important Mission for the Quality of Life (One of the Highest Concern Amongst Military Families is Relocation Concerns)
- Be Proud of What You Do and Don’